

Message Text

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PAGE 01 MUNICH 03137 171113Z
ACTION H-02

INFO OCT-01 EA-09 ISO-00 /012 W
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R 171050Z DEC 76
FM AMCONSUL MUNICH
TO SECSTATE WASHDC 7882
INFO AMEMBASSY BONN

UNCLAS MUNICH 3137

E.O. 11652: N/A
TAGS: BBAK, BTRA, GW
SUBJECT: BUSINESS PROPOSAL OF MR. JEFFERY RAPESS TO M.A.N.
CORP., AUGSBURG, GERMANY

REF: MUNICH 2823

H PASS CONGRESSMAN BEN ROSENTHAL, 5TH DIST., N.Y.

1. ON DECEMBER 17 POST RECEIVED A SECOND TELEGRAM FROM CONGRESSMAN ROSENTHAL REQUESTING OUR FURTHER ASSISTANCE TO HIS CONSTITUENT, MR. JEFFREY RAPESS, WHO IS INTERESTED IN EXPANDING HIS BUSINESS IN EUROPE, SPECIFICALLY WITH THE FIRM M.A.N. IN AUGSBURG.

2. AS MENTIONED IN PARAGRAPH ONE OF REFTEL, WE FACILITATED INITIAL MEETING BETWEEN MR. RAPESS AND M.A.N. OFFICIALS LAST SEPTEMBER; IN NOVEMBER WE CONTACTED COMPANY OFFICIAL WHO PASSED ON INFORMATION IN PARA THREE REFTEL.

3. WE ARE STILL PREPARED TO ASSIST MR. RAPESS TO EXTENT POSSIBLE, AS WE WOULD ANY OTHER BUSINESSMAN. HOWEVER, WE DO NOT KNOW WHAT IT IS THAT HE IS TRYING TO WORK OUT WITH M.A.N., SINCE HE HAS NEVER CONFIDED THIS INFORMATION TO US. AND EVEN IF WE WERE AWARE OF SPECIFICS OF THE NEGOTIATIONS BETWEEN THESE TWO PRIVATE FIRMS, WE DO NOT
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THINK IT WOULD BE IN MR. RAPESS' BEST INTEREST WERE WE TO AGAIN ASK M.A.N. FOR THE STATE OF PLAY. GERMAN FIRMS, LIKE THEIR AMERICAN COUNTERPARTS, TEND TO RESENT "OUTSIDE INTERFERENCE" INTO WHAT THEY SEE AS STRICTLY PRIVATE SECTOR NEGOTIATIONS, ESPECIALLY WHEN THIS INTERFERENCE COMES FROM A FOREIGN GOVERNMENT. IF, AS WE SUSPECT, THE PROBLEM CONCERNS THE TWO

PARTIES' INABILITY TO COME TO TERMS ON A SPECIFIC DEAL, THEN WE BELIEVE STRONGLY THAT CONSULATE GENERAL HAS NO BUSINESS GETTING INVOLVED.

4. ACTION REQUESTED: H PLEASE PASS THIS MESSAGE PLUS REFTEL TO CONGRESSMAN ROSENTHAL AND INFORM US IF PROBLEM IS OTHER THAN THAT WHICH WE SUSPECT. FYI POST AFRAID REFTEL MAY NOT HAVE BEEN PASSED TO CONGRESSMAN ROSENTHAL, SINCE SLUG "H PASS..." ERRONEOUSLY OMITTED.BETTS

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NNN

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